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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1989

EASTERN REGION (ECPO)

Alfred University
Babson College
Bard College
Bentley College
Boston College
Boston University
University of Bridgeport
Brown University
Buffalo State College
Clarkson University
Columbia University
University of Connecticut
Cornell University
CUNY -Bernard M. Baruch
CUNY - Baruch College - Business & Public Administration
CUNY - City College
CUNY - Graduate School & University Center
CUNY - Hunter College
Dartmouth College
Eastern Nazarene College
Fordham University - Lincoln Center
Fordham University
Franklin Pierce College
Husson College
Ithaca College
The King's College
LeMoyne College
Long Island University
University of Maine-Orono
Manhattan College
Manhattanville College
Marist College
MIT
MIT - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New Hampshire College
NYU-Graduate School of Business
New School for Social Research - Graduate School
Northeastern University
Pace University-New York City
Pace University-Westchester
Polytechnic University
Post College
Pratt Institute
Rensselaer Polytechnic University
Rhode Island School of Design
University of Rhode Island
Roberts Wesleyan College
University of Rochester
University of Rochester-W.E. Simon Graduate School of Business
Sacred Heart University
Saint Anselm College
St. John Fisher College
St. Joseph's College
St. Joseph's University
SUNY - Buffalo
SUNY - Cortland
SUNY - Geneseo
SUNY - Plattsburgh
SUNY - Purchase
Syracuse University
Union College
Vassar College
Wells College
Williams College
Worcester Polytechnic Institute

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Eastern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 9, 1989, through February 3, 1989) and cumulatively (September 1, 1988, through February 3, 1989). The block tables list data for the cumulative period, and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	83	561	$25865	$25166	$30000	$26000	$22326	85	1331	$25886	$24690	$30000	$26000	$22326
BUSINESS ADMIN (INCL MGMT	63	155	25127	23342	33000	23000	17000	63	330	25127	22070	33000	23000	17000
DISTRIBUTION MANAGEMENT	+	26	+	24480				+	36	+	24363			
ECONOM & FINANCE (BANKING	8	85	22138	23074	*	*	*	10	253	21660	22966	*	*	*
HOTEL/RESTAURANT MGMT.	13	13	21154	21154	*	*	*	13	64	21154	19737	*	*	*
HUMAN RSRCS (incl LABOR R	+	11	+	20036				+	23	+	21538			
MANAGEMENT INFO SYSTEMS	4	51	28000	27689	*	*	*	5	138	27400	26626	*	*	*
MARKETING/MARK MGMT (RESR	22	125	21727	22395	25000	21000	17000	23	322	21957	21989	27000	21000	17000
REAL ESTATE	+	+	+	+				+	6	+	22788			
COMMUNICATIONS														
ADVERTISING	+	1	+	17000				+	10	+	19249			
COMMUNICATIONS	2	20	15500	21027	*	*	*	2	60	15500	20041	*	*	*
JOURNALISM	+	5	+	20632				+	28	+	18696			
TELECOMMUN/BROADCASTING	+	2	+	14600				+	7	+	13711			
EDUCATION														
ELEMENTARY EDUCATION	+	18	+	15607				+	76	+	17231			
PRE-ELEMENTARY EDUCATION	+	1	+	14400				+	4	+	13090			
PHYSICAL EDUCATION	+	+	+	+				+	8	+	19759			
SPECIAL EDUCATION	+	6	+	18183				+	19	+	19705			
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				+	11	+	17045			
TEXTILES & CLOTHING	+	+	+	+				+	11	+	16924			
MERCHANDISING MANAGEMENT	+	+	+	+				+	3	+	18167			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21120				+	9	+	19813			
LETTERS (incl English, Li	+	2	+	21150				+	30	+	19288			
VISUAL & PERFORMING ARTS	+	1	+	29000				+	17	+	15340			
HUMANITIES - OTHER	+	2	+	18516				+	22	+	22739			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20004				+	17	+	19497			
HISTORY	+	3	+	21167				+	9	+	18402			
POLITICAL SCIENCE/GOVT	+	1	+	17000				+	18	+	19580			
PSYCHOLOGY	+	7	+	19611				+	38	+	17450			
SOCIOLOGY	+	2	+	15700				+	14	+	19009			
SOCIAL SCIENCES-OTHER	+	2	+	14935				+	25	+	18752			
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	13	32000	28322	*	*	*	1	40	32000	28432	*	*	*
AGRICULTURAL	+	+	+	+				+	3	+	19787			
ARCHITECTURAL	+	+	+	+				+	5	+	22375			
BIOENGINEERING & BIOMEDIC	+	1	+	28800				+	4	+	28315			
CHEMICAL	6	100	32667	32503	*	*	*	6	214	32667	32435	*	*	*
CIVIL	+	47	+	26758				+	157	+	25742			
COMPUTER	3	21	31333	29753	*	*	*	3	41	31333	29241	*	*	*
ELECTRICAL/ELECTRONIC	13	132	30532	30416	*	*	*	14	392	30691	29869	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
INDUSTRIAL	+	40	+	$29320				+	83	+	$28872			
MECHANICAL	5	150	$28974	30189	*	*	*	5	438	$28974	29902	*	*	*
METALLURGICAL	+	+	+	+				+	9	+	29666			
MINING (INCL GEOLOGICAL)	+	+	+	+				+	2	+	24936			
NUCLEAR	+	+	+	+				+	1	+	30000			
PETROLEUM	+	5	+	33460				+	36	+	30227			
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	1	16	28444	25910	*	*	*	1	97	28444	28423	*	*	*
INDUSTRIAL TECHNOLOGY	+	1	+	15000				+	12	+	25393			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24978				+	23	+	21820			
ANIMAL SCIENCES	+	+	+	+				+	5	+	19380			
PLANT SCIENCES	+	2	+	16890				+	5	+	17656			
NATURAL RESOURCES	+	+	+	+				+	1	+	22800			
OTHER AGRICULTURAL SCIENC	+	8	+	23088				+	15	+	21811			
COMPUTER SCIENCE														
COMPUTER SCIENCE	6	62	28348	28117	*	*	*	6	214	28348	27074	*	*	*
COMPUTER PROGRAMMING	+	2	+	25100				+	21	+	26212			
INFORMATION SCIENCES & SY	7	12	27143	27325	*	*	*	7	42	27143	25958	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				+	7	+	28228			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	23040				+	40	+	23880			
HEALTH SCIENCES	+	3	+	18317				+	20	+	18067			
NURSING	+	6	+	21172				+	79	+	23101			
PHARMACY	+	+	+	+				+	50	+	36583			
SCIENCES														
ACTUARIAL	+	+	+	+				+	5	+	31560			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	10	+	23592			
BIOLOGICAL	+	+	+	+				+	13	+	18930			
CHEMISTRY	6	6	32583	32583	*	*	*	6	26	32583	27010	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	+	+	+				+	3	+	22720			
MATHEMATICS	+	3	+	28100				+	36	+	23554			
PHYSICS	1	5	32000	26000	*	*	*	1	5	32000	26000	*	*	*
OTHER PHYSICAL & EARTH SC	+	8	+	23160				+	11	+	22655			
TOTALS	244	1755						251	5107					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	72	477	$25649	$25393	$28000	$26000	$23000	74	1109	$25679	$24911	$28500	$26000	$23000
ACCOUNTING (PRIVATE)	18	84	24479	23726	*	*	*	19	230	24138	23110	*	*	*
COMMERCIAL BANKING (CNSMR	1	14	50000	21565	*	*	*	1	40	50000	21552	*	*	*
COMMERCIAL BANKING (LENDG	3	11	26333	22264	*	*	*	3	25	26333	21036	*	*	*
INVESTMT BANKING (CORP FN	1	2	21500	23350	*	*	*	1	9	21500	23367	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	34200			
INVESTMT BANKG (REAL EST)	1	1	16700	16700	*	*	*	1	4	16700	17175	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				+	3	+	20835			
FINANCIAL/TREASURY ANALYS	5	25	26100	24839	*	*	*	5	79	26100	23841	*	*	*
PORTFOLIO MGMT/BROKERAGE	2	4	21000	20050	*	*	*	2	9	21000	22522	*	*	*
UNDERWRITING	+	5	+	22076				+	21	+	21197			
MARKETING														
ADVERTISING	3	3	18333	18333	*	*	*	3	10	18333	16952	*	*	*
BRAND/PRODUCT MANAGEMENT	3	19	24667	25687	*	*	*	3	58	24667	23900	*	*	*
BUYER/MERCHANDISING	4	22	25250	24442	*	*	*	4	69	25250	22453	*	*	*
MARKET RESEARCH	+	10	+	22392				+	26	+	21805			
SALES	18	124	22533	23207	*	*	*	18	330	22533	22680	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	14	+	23598			
MEDIA PLANNING	+	1	+	17000				+	8	+	18281			
ON-AIR REPORTING	+	1	+	16000				+	2	+	18000			
PRODUCTION	2	3	20000	17733	*	*	*	2	10	20000	19020	*	*	*
PUBLIC RELATIONS	2	8	24000	22378	*	*	*	2	33	24000	18894	*	*	*
WRITING / EDITING	+	2	+	13080				+	18	+	15843			
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	1	+	19493				+	8	+	17172			
FINANC,TAXA, MONETARY POL	1	7	30000	22086	*	*	*	1	16	30000	21192	*	*	*
ECONOMIC PROGRAMS	1	1	15000	15000	*	*	*	1	4	15000	17992	*	*	*
LAW ENFORCEMENT	+	1	+	20004				+	22	+	20526			
MILITARY	3	15	29333	20483	*	*	*	3	47	29333	21148	*	*	*
NATIONAL SECURITY	2	2	25409	25409	*	*	*	2	6	25409	19901	*	*	*
URBAN / REGIONAL PLANNING	+	+	+	+				+	3	+	21160			
SOCIAL SERVICES														
ADMINISTRATION	24	25	25417	25147	33000	25000	19000	24	43	25417	23824	33000	25000	19000
COUNSELING	+	1	+	17000				+	13	+	16322			
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	23500			
SOCIAL WORK	+	+	+	+				+	13	+	19008			
ENGINEERING														
BIOENGINEERING	+	5	+	32256				+	7	+	29511			
DESIGN / CONSTRUCT	6	88	27867	28626	*	*	*	6	302	27867	28184	*	*	*
ENVIRONMENTAL/SANITATION	+	4	+	27032				+	31	+	26923			
MANUFACTURING/INDUSTRIAL	2	141	25500	30153	*	*	*	3	399	27920	29979	*	*	*
SYSTEMS / PROGRAMMING	1	24	30300	29605	*	*	*	1	61	30300	29605	*	*	*
POWER SYSTEMS	2	19	28875	29616	*	*	*	2	38	28875	29293	*	*	*
SOFTWARE DESIGN & DEVELOP	2	18	30194	29044	*	*	*	2	57	30194	29191	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	+	6	+	$29145				+	41	+	$30039			
RESEARCH & DEVELOPMENT	5	44	$30112	30595	*	*	*	5	132	$30112	29807	*	*	*
TESTING	2	15	27500	28306	*	*	*	2	60	27500	27305	*	*	*
PROCESS ENGINEERING	11	133	31728	31503	*	*	*	11	288	31728	31273	*	*	*
OTHER ENGINEERING	3	19	31148	30170	*	*	*	3	70	31148	30088	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	5	76	25800	27583	*	*	*	5	200	25800	26336	*	*	*
INFORMATION SYSTEMS	13	33	29458	28521	*	*	*	14	110	29140	26971	*	*	*
SYSTEMS ANALYSIS & DESIGN	2	18	25300	27868	*	*	*	3	80	24033	27153	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	2	3	23000	23413	*	*	*	2	11	23000	27688	*	*	*
AGRICULTURE/NAT'L RESOURC	+	14	+	23860				+	24	+	22467			
ARCHITECTURE	+	1	+	30000				+	18	+	22399			
CONSULTING	3	36	31000	27705	*	*	*	3	95	31000	26041	*	*	*
HUMAN RESRCS /INDUS RELS	2	13	26000	22425	*	*	*	2	52	26000	22261	*	*	*
MANAGEMENT TRAINEE	16	130	21438	21523	*	*	*	17	385	21765	21050	*	*	*
MATH/STATISTICIANS	+	+	+	+				+	7	+	20877			
NURSES / PERSONAL CARE	+	6	+	19830				+	76	+	23097			
OTHER HEALTH RELATED (EX	+	8	+	21633				+	121	+	27804			
PARALEGAL	+	+	+	+				+	2	+	20460			
PERFORMING ARTS (ENTERTAI	+	+	+	+				+	3	+	15000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	5	+	22552			
RESEARCHERS - TECHNICAL	+	+	+	+				+	10	+	20115			
TEACHING	1	32	27000	16736	*	*	*	1	138	27000	18036	*	*	*
TOTALS	244	1755						251	5107					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

ECPO REGIONAL Report No. 1 FEBRUARY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	8	25	$29000	$26952	*	*	*	8	57	$29000	$26672	*	*	*
MBA--NON-TECH	+	30	+	30332				+	76	+	30672			
MBA--TECH	1	8	36600	34000	*	*	*	1	14	36600	35529	*	*	*
MS-BUSINESS	+	1	+	32000				+	12	+	29042			
DISTRIBUTION MANAGEMENT	+	1	+	30900				+	1	+	30900			
ECONOMICS & FINANCE (BANK	+	4	+	25625				+	28	+	34443			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	+	+	+				+	3	+	28133			
MANAGEMENT INFORMATION SY	+	+	+	+				+	11	+	28055			
MARKETING/MKTNG MGT (RESE	+	2	+	24650				+	11	+	29800			
MERCHANDISING MANAGEMENT	+	1	+	21000				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	+	+	+			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	4	+	19750			
ELEMENTARY EDUCATION	+	1	+	19000				+	2	+	18000			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	+	+	+				+	5	+	22776			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	23000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	16500			
SOCIOLOGY	+	+	+	+				+	1	+	32000			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	5	+	19427			

continued

ECPO REGIONAL Report No. 1 FEBRUARY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	+	+	+				+	1	+	$33280			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	2	+	$32500				+	2	+	32500			
CHEMICAL	+	7	+	34800				+	10	+	34520			
CIVIL	+	2	+	27746				+	13	+	28134			
COMPUTER	1	5	$28000	32352	*	*	*	1	9	$28000	32129	*	*	*
ELECTRICAL/ELECTRONIC	1	13	37000	34694	*	*	*	2	38	38060	34962	*	*	*
INDUSTRIAL	+	+	+	+				+	4	+	33650			
MECHANICAL	+	15	+	34071				+	27	+	34051			
METALLURGICAL	+	3	+	34307				+	7	+	32934			
MINING & MINERAL	+	+	+	+				+	2	+	33000			
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	+	3	+	33400				+	9	+	40475			
TEXTILE	+	+	+	+				+	+	+	+			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	2	+	27500				+	10	+	33689			
COMPUTER SCIENCE	+	+	+	+				+	1	+	32438			
INFORMATION SCIENCES & SY	+	+	+	+				+	+	+	+			
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	28800			
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	32000				+	4	+	27428			
HEALTH SCIENCES	+	4	+	21965				+	6	+	21143			
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	1	+	23000			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	+	+	+	+				+	6	+	31917			
GEOLOGY & RELATED GEOLOGI	+	1	+	34800				+	18	+	28978			
MATHEMATICS (INCL ACTUARI	1	1	33000	33000	*	*	*	1	8	33000	29764	*	*	*
PHYSICS	+	+	+	+				+	1	+	32016			
POLYMER	+	4	+	30330				+	4	+	30330			
TOTALS	12	137						13	425					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	18	+	$33909				+	41	+	$32004			
MBA--TECH	1	5	$41300	46060	*	*	*	1	8	$41300	36628	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	12	+	34822				+	37	+	35612			
MBA--TECH	+	16	+	45944				+	16	+	45944			
OVER 4 YEARS														
MBA--NON-TECH	+	19	+	35211				+	44	+	37714			
MBA--TECH	+	8	+	43950				+	14	+	43507			
TOTALS	1	78						1	160					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS							
BUSINESS ADMIN & MNGMT.	+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+			
EDUCATION							
EDUCATION ADMINISTRATION	+	+	+	+			
HUMANITIES & SOCIAL SCIENCES							
ECONOMICS	+	+	+	+			
ENGLISH	+	+	+	+			
FOREIGN LANGUAGES	+	+	+	+			
PSYCHOLOGY	+	+	+	+			
SOCIOLOGY	+	+	+	+			
ENGINEERING							
AEROSPACE	+	+	+	+			
CHEMICAL	+	7	+	$42063			
CIVIL	+	1	+	31200			
COMPUTER	+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	3	+	41333			
MECHANICAL	+	+	+	+			
METALLURGICAL	+	+	+	+			
SCIENCES							
AGRICULTURE & NAT'L RESRC	+	+	+	+			
BIOLOGICAL	+	+	+	+			
CHEMISTRY	+	4	+	41745			
GEOLOGICAL SCIENCES	+	+	+	+			
MATHEMATICS	+	+	+	+			
PHYSICS	+	2	+	43500			
POLYMER	+	2	+	42900			
TOTALS	+	20					

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
+	+	+	+			
1	2	$59500	$57250	*	*	*
+	3	+	41700			
+	+	+	+			
+	1	+	20000			
+	+	+	+			
+	2	+	23500			
+	+	+	+			
+	+	+	+			
+	14	+	44511			
+	2	+	31200			
+	1	+	57000			
+	6	+	39817			
+	+	+	+			
+	1	+	49200			
+	+	+	+			
+	+	+	+			
+	10	+	41588			
+	1	+	36000			
+	+	+	+			
+	2	+	43500			
+	2	+	42900			
1	47					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25532 73 31500/23000			19000 1					26000 3
BUSINESS ADMIN (INCL MGMT	23667 3			44500 2		27500 2	30500 2		19000 2
ECONOM & FINANCE (BANKING				16850 2	21500 1				20500 3
MANAGEMENT INFO SYSTEMS							25000 2		
MARKETING/MARK MGMT (RESR		17000 1			25000 1	25000 1	21000 1	17000 1	19667 3
COMPUTER								31333 3	
ELECTRICAL/ELECTRONIC								30750 8	
COMPUTER SCIENCE						31500 1	21000 1	31000 1	
INFORMATION SCIENCES & SY						30000 1	26000 5		

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BUSINESS ADMIN (INCL MGMT			29333 3		18000 2			17000 1	
ECONOM & FINANCE (BANKING			21500 1						
HOTEL/RESTAURANT MGMT.	20000 2	21200 10							
MARKETING/MARK MGMT (RESR					24000 2				
INFORMATION SCIENCES & SY								30000 1	

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING						30909 2	22326 1		35000 1
BUSINESS ADMIN (INCL MGMT	29000 1	24000 2	24333 3	20714 7	27000 1	26429 7	26667 3	29000 3	21000 1
HOTEL/RESTAURANT MGMT.				23000 1					
MARKETING/MARK MGMT (RESR			23333 3	19000 3				21000 1	
COMMUNICATIONS						10000 1			
COMPUTER SCIENCE								25000 1	

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING							24500 1		
BUSINESS ADMIN (INCL MGMT			29000 1		24667 6	15000 1	21000 1	22333 3	
MARKETING/MARK MGMT (RESR						20000 1		24000 2	
COMMUNICATIONS								21000 1	
AEROSPACE & AERONAUTICAL					32000 1				
CHEMICAL								30000 1	33000 1
ELECTRICAL/ELECTRONIC					31530 2				
MECHANICAL					28886 2				
COMPUTER SCIENCE									31200 1
CHEMISTRY									32050 2

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING								26000 1	29500 1
BUSINESS ADMIN (INCL MGMT	26750 4								
ECONOM & FINANCE (BANKING	25500 1								
MANAGEMENT INFO SYSTEMS		28200 1	31200 1						
MARKETING/MARK MGMT (RESR	30000 1							30000 1	
CHEMICAL								33250 4	
ELECTRICAL/ELECTRONIC		30600 1			30960 1			29525 2	
MECHANICAL		30700 1			28200 2				
ENGINEERING TECHNOLOGY		28444 1							
COMPUTER SCIENCE		30388 1							
CHEMISTRY			30600 1		32500 1				34150 2
PHYSICS			32000 1						

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING						40300 1
BUSINESS ADMIN (INCL MGMT				25000 1		21000 1
ECONOM & FINANCE (BANKING						26450 2
MANAGEMENT INFO SYSTEMS						27600 1
MARKETING/MARK MGMT (RESR		17000 1				

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	25459 76 31500/23000	17000 1		28340 5	23250 2	26667 3	26400 5	17000 1	21500 11
BACHELOR - TECHNICAL						30750 2	25167 6	30917 12	

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	20000 2	21200 10	27375 4		21000 4			17000 1	
BACHELOR - TECHNICAL								30000 1	

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	29000 1	24000 2	23833 6	20455 11	27000 1	25682 10	25582 4	27000 4	28000 2
BACHELOR - TECHNICAL								25000 1	

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			29000 1		24667 6	17500 2	22750 2	22667 6	
BACHELOR - TECHNICAL					30566 5			30000 1	32075 4

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	27083 6	28200 1	31200 1					28000 2	29500 1
BACHELOR - TECHNICAL		30033 4	31300 2		29965 4			32008 6	34150 2

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL		17000 1		25000 1		28360 5
BACHELOR - TECHNICAL						

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									36600 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH						
MBA--TECH						

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25755 70 31500/23000	26057 11		19000 1					21000 1
BUSINESS ADMIN (INCL MGMT	23667 3	22000 5	50000 1	30000 2					29000 2
ECONOM & FINANCE (BANKING	26400 1	20667 3			21500 1		16700 1		26500 1
MARKETING/MARK MGMT (RESR									25000 1

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING							30000 1		
BUSINESS ADMIN (INCL MGMT	17000 1			29000 1	27333 3		23000 8		
ECONOM & FINANCE (BANKING	25000 1						17000 1		
HOTEL/RESTAURANT MGMT.							19000 1		
MARKETING/MARK MGMT (RESR			17000 2	22500 2	19000 1		20833 6		
COMMUNICATIONS			21000 1						
ELECTRICAL/ELECTRONIC							30600 1		

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BUSINESS ADMIN (INCL MGMT		23000 1	25000 1				15000 1		29333 3
MARKETING/MARK MGMT (RESR		17000 1	23000 1			30000 1			

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
ACCOUNTING	40818 1								
BUSINESS ADMIN (INCL MGMT			26278 18					15000 1	
HOTEL/RESTAURANT MGMT.			23000 3						
MARKETING/MARK MGMT (RESR			22667 3					25000 1	
COMMUNICATIONS	10000 1								
MECHANICAL								26400 1	
CHEMISTRY								33600 3	

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	21000 1						23000 1		
MANAGEMENT INFO SYSTEMS						28200 1		31200 1	
AEROSPACE & AERONAUTICAL							32000 1		
CHEMICAL								32600 5	33000 1
ELECTRICAL/ELECTRONIC	32760 1	30300 1	27050 1						32000 1
MECHANICAL	30000 1		30700 1			27560 1		30212 1	
ENGINEERING TECHNOLOGY									28444 1
COMPUTER SCIENCE				30388 1		31350 2			
INFORMATION SCIENCES & SY				30000 1				30000 1	
CHEMISTRY						32100 1		31300 2	
PHYSICS								32000 1	

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BUSINESS ADMIN (INCL MGMT	25000 1			23000 1				26000 2	22400 5
ECONOM & FINANCE (BANKING			21500 1						
HOTEL/RESTAURANT MGMT.									20778 9
MANAGEMENT INFO SYSTEMS	25000 1	25000 1	27600 1						
MARKETING/MARK MGMT (RESR				23000 1					23667 3
COMPUTER		31000 2					32000 1		
ELECTRICAL/ELECTRONIC		30851 7					30500 2		
COMPUTER SCIENCE	25000 1	26000 2							
INFORMATION SCIENCES & SY	27000 2	26500 2	23000 1						

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT								27000 1

AVERAGE SALARY OFFERS FEBRUARY 1989 ECPO REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25679 74 31500/23000	24138 19	50000 1	26333 3	21500 1		16700 1		26100 5
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	21000 2		18333 3	24667 3	25250 4		22059 17		
BACHELOR - TECHNICAL							30600 1		

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		20000 2	24000 2			30000 1	15000 1		29333 3
BACHELOR - TECHNICAL									

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL	25409 2		25417 24 42000/19000					20000 2	
BACHELOR - TECHNICAL								31800 4	

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	21000 1					28200 1	23000 1	31200 1	
BACHELOR - TECHNICAL	31380 2	30300 1	28875 2	30194 2		30590 4	32000 1	31781 10	31148 3

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	25000 2	25000 1	24550 2	23000 2				26000 2	21765 17
BACHELOR - TECHNICAL	26333 3	29458 13	23000 1				31000 3		

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL								27000 1
BACHELOR - TECHNICAL								